

Message Text

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ORIGIN NEA-09

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DRAFTED BY NEA/IRN:BBMORTON:ML
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FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN IMMEDIATE

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E.O. 11652: N/A

TAGS: EGEN, IR

SUBJECT: INQUIRY REGARDING BERNARD BENSON, GENERAL COMPUTER
SYSTEMS, INC.

REF: TEHRAN 4572

FOR AMBASSADOR

1. ANDERSON SAYS BENSON HAS THINGS SOMEWHAT TURNED AROUND. BENSON APPARENTLY THINKS HE HAS GOOD PROSPECTS TO SELL LARGE AMOUNT OF EQUIPMENT TO GOI; BUT MAY NOT HAVE ENOUGH CAPITAL TO CONTINUE OPERATING LONG ENOUGH TO PRODUCE EQUIPMENT AND BE PAID (ANDERSON HAS ONLY VAGUE IDEA OF NATURE OF BENSON'S FINANCIAL PROBLEMS). ANDERSON HAD SUGGESTED EX-IM BANK COULD PROVIDE EXPORT CREDITS FOR THE EQUIPMENT AND POSSIBLY THUS ALLEVIATE BENSON'S PROBLEMS, BUT AT NO TIME SUGGESTED YOU MIGHT INTERCEDE WITH EX-IM IN HIS BEHALF. YOUR NAME CAME UP WHEN BENSON ASKED ANDERSON WHETHER HE KNEW YOU.

2. ANDERSON CONSIDERS BENSON "GENIUS" AND EXTREMELY GOOD SALESMAN. HE BELIEVES EQUIPMENT HIS FIRM MAKES UNDOUBTEDLY EXCELLENT BUT POINTS OUT BENSON IS IN EXTREMELY COMPETITIVE FIELD.

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3. ANDERSON OBVIOUSLY EMBARRASSED BY BENSON'S USE OF HIS

NAME AND ACQUAINTANCE WITH YOU. KISSINGER

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Message Attributes

Automatic Decaptioning: X
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